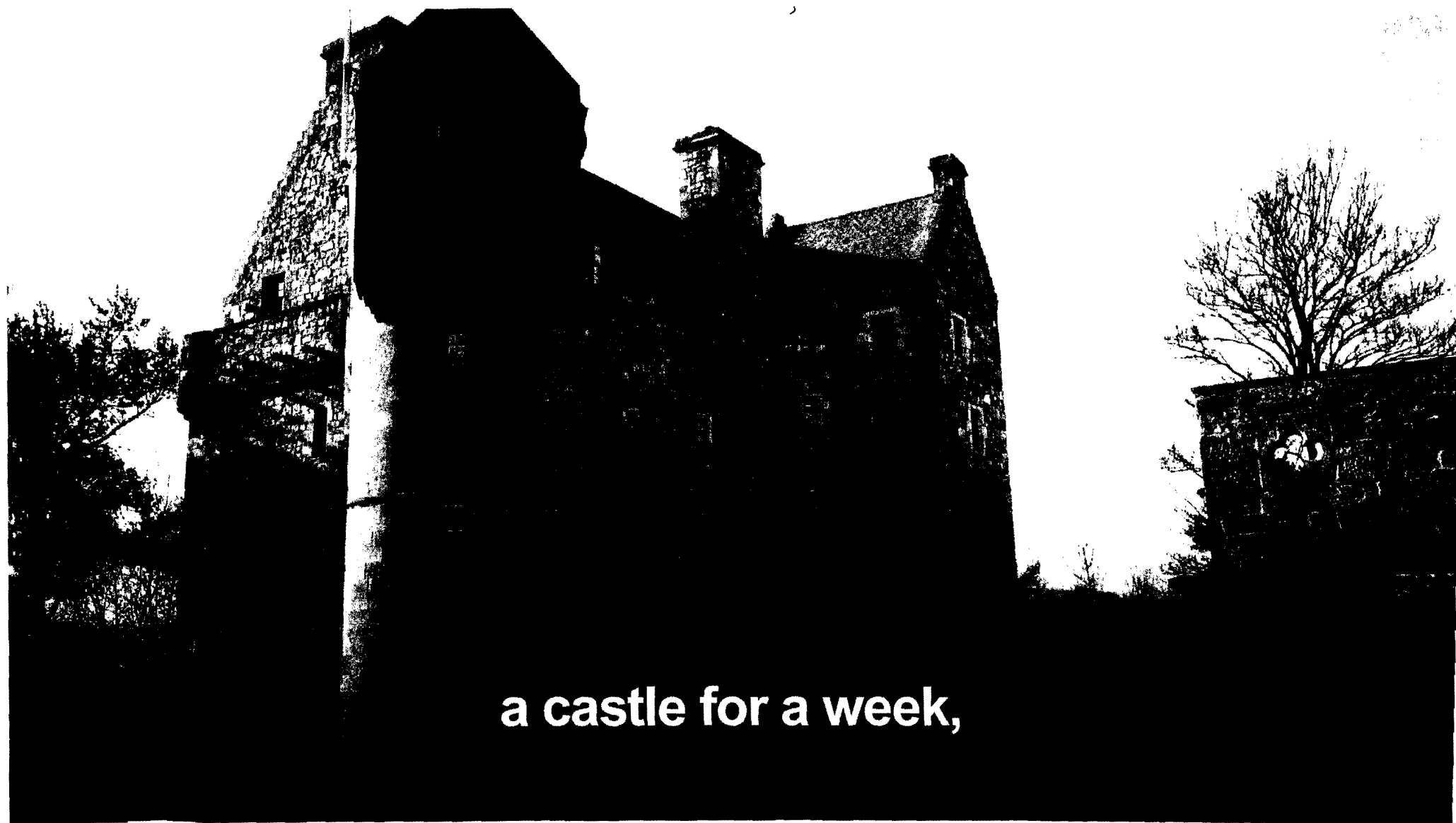


Jillian Irvin / Public Policy Director/ July 14, 2016

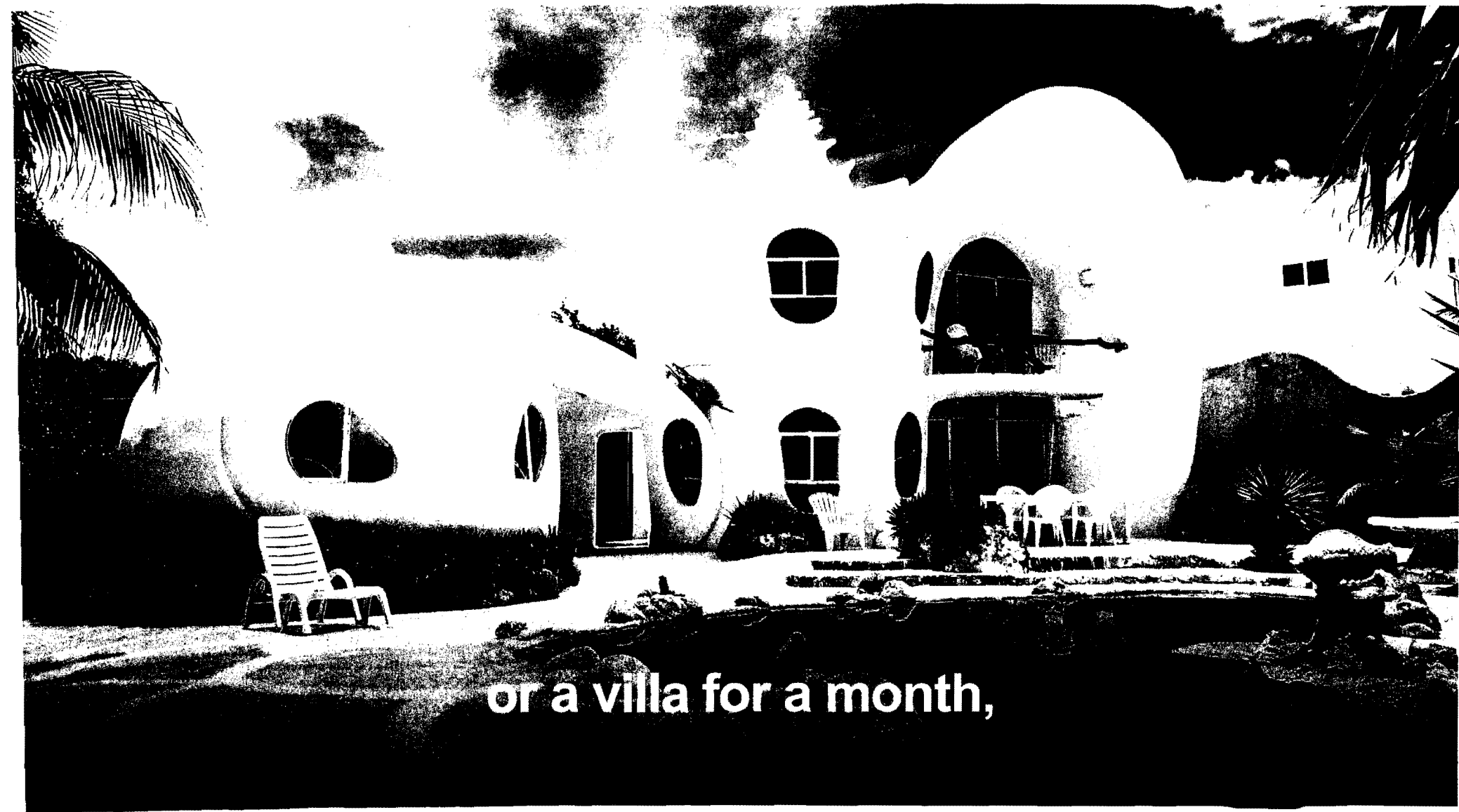
CHAND



Whether an apartment for a night,



a castle for a week,



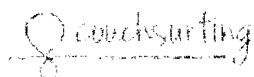
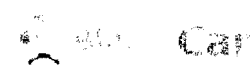
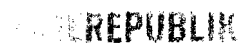
or a villa for a month,



**frontb connects people to
unique travel experiences.**



Airbnb is a global community



and a partner in the growing sharing economy.



IN THE SHARING ECONOMY:

you're not just looking for what
you need, you're looking for what
you want. It's not just a matter of
finding a business, it's about finding
a business that's right for you.

Airbnb Community in Virginia



3,500

hosts in 2015 ✓

44

average host age ✓

3.9

average number of nights ✓



122,000

guests ✓

35

average guests age ✓



232,000

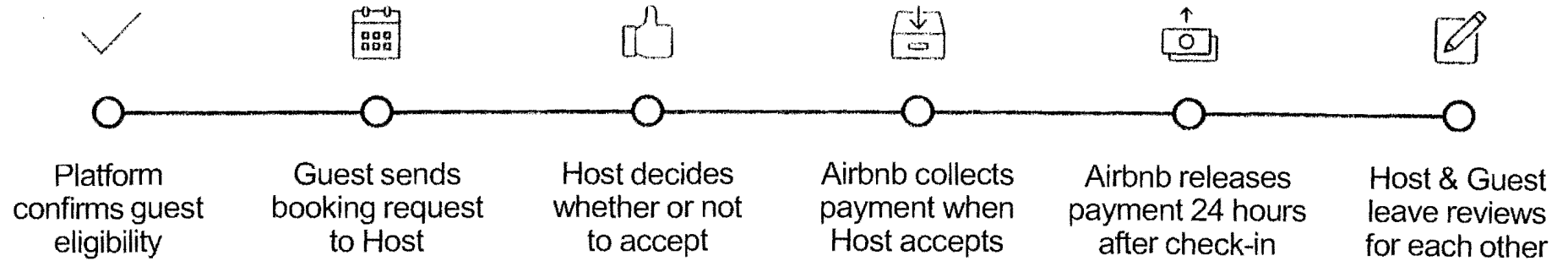
outbound VA residents ✓

74% of properties are outside of hotel districts, where local residents live



HOW IT WORKS

LIFECYCLE OF A BOOKING ON AIRBNB



airbnb.com

airbnb

Sign Up

Log In

Help

List Your Space

WELCOME HOME

Rent unique places to stay from local hosts in 190 countries.

Where do you want to go?

Check In

Check Out

1 Guest



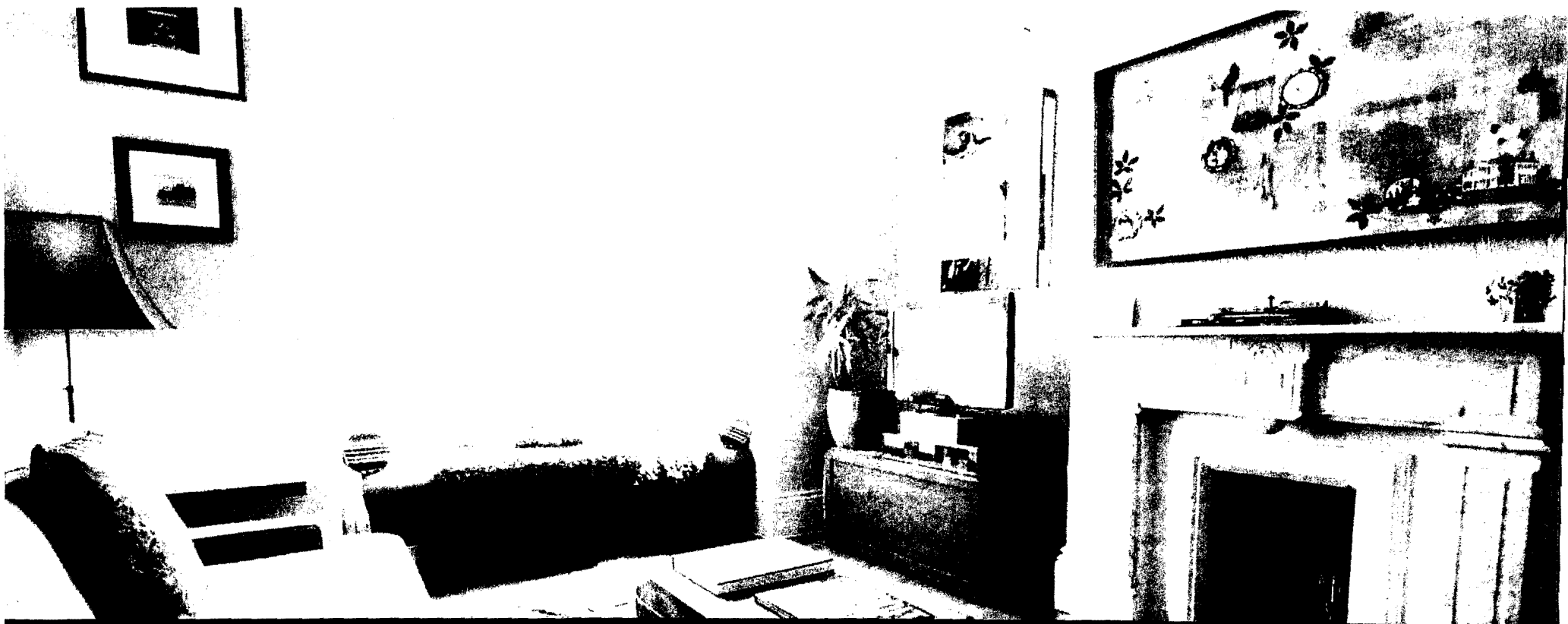
Search





AMAZING LOFT IN CENTRAL PARIS!
Paris, France

\$193
Per Night



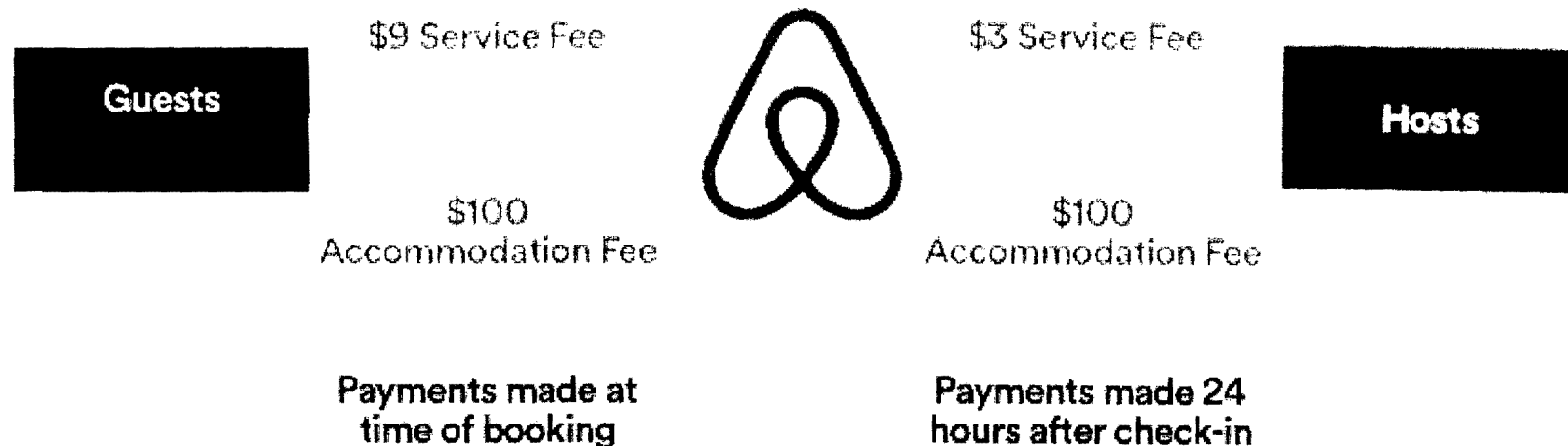
Perfectly located Castro
San Francisco, CA

\$69
Per Night


Bookings

Two-Sided Marketplace Business Model






Assumption:	\$100/night Accommodation Fee set by the Host
Airbnb collects at the time of booking:	\$109 from Guest - \$9 Guest Fee = \$100 Accommodation Fee
Airbnb pays out 24 hours after check-in:	\$100 to Host - \$3 Host Fee = \$97 to Host
Overall result:	Airbnb earns a fee of \$12, or 12% of the Accommodation Fee



Booking Page



Charmant 3 pièces très bien situé
Parade de la cuisine française ★★★★★ (15)

 City and Area
 1 bedroom
 3.0 baths
 2 living room
 1 kitchen

€105 Per Night

Check In	Check Out	Guests
02/16/2016	02/18/2016	2 ▾
€105 × 2 nights		€210
Cleaning fee ⓘ		€45
Service fee ⓘ		€30
Occupancy Taxes ⓘ		€3
Total	Tourist Tax	€288

request to book

About this listing

Proche du canal Saint Martin, au sein d'un quartier très vivant, cosmopolite et central, ce charmant 3 pièces entièrement renové par un couple d'architectes est l'endroit idéal pour séjourner à Paris, seul, en couple, en famille ou entre amis

Contact Host

Payment Page

Payment

You'll only be charged if your request is accepted by the host. They'll have 24 hours to accept or decline.

Billing Country

United States

Payment type

AMEX ****x5002 (USD)

AMEX Name: Brooke Leone
Expires: 07/17

Introduce Yourself to Casper And Family

Giving your must-have information will make them more likely to confirm your booking request!

- Tell Casper And Family a little about yourself
- What brought you to Paris? Who's coming you?
- What do you love about the listing? Mention it!



Casper And Family

House Rules

By booking this space you're agreeing to follow Casper And Family's House Rules



Entire home/apt hosted by Casper And Family

Charmant 3 pièces très bien situé

Rue Jacques Louvel-Tessier, Paris, Ile-de-France 75010, France

Check-in

Feb 16, 2016

Check-out

Feb 18, 2016

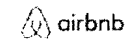
€105 × 2 nights	€210
Cleaning fee	€45
Service fee	€30
Occupancy Taxes	€3
Total	

Total €288^{EUR}

Cancellation policy: Strict

Taxes, if collected, are a separate line item on all pages

Guest Receipt

[illegible]
$$\begin{aligned} \frac{1}{2} \frac{d}{dt} \int_{\mathbb{R}^n} |u|^2 dx &= \int_{\mathbb{R}^n} u \frac{du}{dt} dx = \int_{\mathbb{R}^n} u \left(-\operatorname{div} (u \nabla u) \right) dx \\ &= - \int_{\mathbb{R}^n} \operatorname{div} (u^2 \nabla u) dx = 0, \end{aligned}$$


Customer Receipt

1. $\frac{1}{2}$ 2. $\frac{1}{2}$ 3. $\frac{1}{2}$ 4. $\frac{1}{2}$ 5. $\frac{1}{2}$ 6. $\frac{1}{2}$ 7. $\frac{1}{2}$ 8. $\frac{1}{2}$ 9. $\frac{1}{2}$ 10. $\frac{1}{2}$

DFYZMS

34,134

<p>2000</p> <p>Summit, Le Mans and 1 other</p> <p>2 Bedrooms</p> <p>Charming duplex</p>	<p>2000</p> <p>Paris</p> <p>2 Bedrooms</p> <p>Charming duplex</p>
<p>2000</p> <p>Charming 3 pièces très bien situé</p> <p>Classer And many Benefits</p> <p>Mon, Nov 01, 02, 2010 4:00 PM</p> <p>Wed, November 04, 2010 11:00 AM</p>	<p>2000</p> <p>Paris (Ile de France) 75010</p> <p>France</p> <p>3 Bedrooms</p> <p>Charming duplex</p>

Reservation Charges

€105 x 2 nights	€210
Cleaning Fees	€ 10
Breakfast Service Fee (includes VAT)	€ 10
Occupancy Taxes*	€ 1
Total	€231

Payment Received: Tue, October 13, 2015 6:21 PM
(MASTER XXXXXXXXXX0408)

Balance	50
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* $\frac{1}{2} \times \frac{1}{2} = \frac{1}{4}$ $\frac{1}{4} \times \frac{1}{4} = \frac{1}{16}$ $\frac{1}{16} \times \frac{1}{16} = \frac{1}{256}$

^aFor identification purposes, monomers were added to the reaction mixture at the beginning of the polymerization process.

Taxes can be collected at the time of booking.

Trust and Safety

AIRBNB PROVIDES A SUITE OF FEATURES THAT PROMOTE TRUST, SAFETY, COMMUNICATION, AND ACCOUNTABILITY

- Identities of host and guests are verified, never anonymous.
- Landlords can request a 3rd party criminal background check (Landlord Partnership Program Only)
- All hosts and guests must agree to our Community Standards / Good Neighbor Policy
- 24-7 support is available to hosts, guest and neighbors
- Airbnb's \$1 million insurance policy covers every trip — for both hosts and landlords
- Online reviews of each host and guest promote accountability on every trip

